around Hyderabad and Visakhapatnam, 452 are sick units, constituting 11 per cent.

(b) and (c). RBI has issued guidelines to all scheduled commercial banks in February, 1987 (modified in June 1989 and April 1993) in regard to rehabilitation of sick SSI units, containing *inter-nl/a* definition of sick units, viability norms, incipient sickness as also reliefs and concessions from banks/financial institutions for implementation of packages in the case of potentially viable units. I urther APSFC has been monitoring the units assisted by it through periodical inspections and reports.

**Revival scheme for Incab Industries Limited**

3172. SHRI GAYA .SINGH: Will the PRIME AJNISTER be pleased to state:

(a) whether any proposal regarding new promoters for revival scheme of in-cab Industries Limited, Jamshedpur is lying witli Government; and

(b) if to, the details thereof'

THE MINISTER OF STATE IN THE MINISTRY OF INDUSTRY (SMT. KRISHNA SAHI): (a) and (b). M/s. Incab Industries Limited, Calcutta is a private se:tor Company. The Government of India (Ministry of Industry, Department of Industrial Development) does not intercede on behalf of any party in such matters relating to private sector Companies. Further, there is no specific proposal for revival of M/s. Incab Industries Ltd., pending with Government.

**Functioning of Hindustan Paper Corporation**

3173. SHRI SATYA PRAKASH MA-LAVIYA: Will the PRIME MINISTER be pleased) to state :

(a) whether the sales policy of M/s. Hindustan Paper Corporation is so ad-hoc that the management decides to pass on heavy discounts for getting orders from Government Departments and market off laid on;

(b) why the saies policy regarding special discounts is not informed to all dealers in writing and keep, on changing in an ad-hoc manner;

(c) what are the reasons for several Director level posts lying vacant, special-ly-Director' Marketing when M/s. HPC is doing distress selling.in the market and to Government;

(J) what are the reasons for the letters of certain dealers not replied to at all even when they intend to place sub-siantial order:

(e) which dealers of M/s. Orient Paper Mills of Sirpur Paper Mills have been appointed as dealers of M/s. HPC in the past three years; and

*(f)* what are the details of production figures of each unit for the last three years, proft/loss figures for Nagaon and Cachar units for the last three years and the latest stock position of M/s. HPC and reason for heavy stocking?

THE MINISTER OF STATE IN THE MINISTRY OF INDUSTRY (SMT. KRISHNA SAHI): (a) and (b) Hindustan Paper Corporation has a firm sales policy. The discount structure is approved by the Pricing Committee. For strategic reasons, all stockists/distributors and interested buyers are advised personally by the Sales offices regarding special discounts.

(c) No post of Director is lying vacant in Hindustan Paper Corporation. The post of General Manager (Marketing) was created keeping in abeyance the post *of* Director (Marketing).

(d) Communications from dealers are dealt with as per HPC's standard practice.

(e) According to the information available with Hindustan Paper Corporation, M/s. Premier Papers Ranchi; M/s. Laxmi Traders, Aera; M/s. Laxmi Traders, Calcutta and Bhagawati Paper Mart, Allahabad are common 4istribu* tors.